

July 12, 2012

**APPROVED CONTINUING EDUCATION (CE) COURSES**

**OCTOBER 1, 2010 - SEPTEMBER 30, 2012**

**Note: This list is current only to the above referenced date. The below courses are listed alphabetically via it's provider. It is continually updated as new courses are approved or renewed.**

**Please contact the provider for course schedules.**

**All courses taught in the State of Alabama must be approved by the AREAB, for the student to receive credit by the Board for licensure or continuing education.**

**(USPAP-Uniform Standards of Professional Appraisal Practice)**

**AL Manufactured Housing Association**

7245 Halcyon Summit Dr. / Montgomery, AL 36124 / p# 334-244-7828

| <u>Course</u>                             | <u>Instructor</u> | <u>Delivery Method</u> | <u>Hours</u> |
|---|-------------------|------------------------|--------------|
| Real Property Manufactured Housing Course | Steve Morgan      | Classroom              | 21           |

**Allied Business Schools Inc.**

www.alliedschools.com / p# 949-598-0875 / elacy@alliedschools.com

| <u>Course</u>  | <u>Instructor</u>       | <u>Delivery Method</u> | <u>Hours</u> |
|--|-------------------------|------------------------|--------------|
| 2012-2013 Equivalent 7 hour National USPAP Update Course | Roy Bottger, Sam Martin | Online                 | 7            |
| Appraiser's Guide To Property Management                 | Roy Bottger             | Online                 | 15           |
| Appraiser's Guide To Real Estate Law                     | Roy Bottger             | Online                 | 15           |
| Appraiser's Guide To Real Estate Principles              | Roy Bottger             | Online                 | 15           |
| Case Studies in Complex Appraisal                        | Roy Bottger             | Online                 | 7            |
| Complex Residential Appraisal                            | Roy Bottger             | Online                 | 14           |
| Creating Credible Appraisals                             | Roy Bottger             | Online                 | 7            |
| Financing for Appraisers                                 | Roy Bottger             | Online                 | 14           |

**American Society of Farm Managers & Rural Appraisers Inc.**

P# 303-692-1222 / www.asfmra.org

| <u>Course</u>                                      | <u>Instructor</u> | <u>Delivery Method</u> | <u>Hours</u> |
|--|-------------------|------------------------|--------------|
| 2012-2013 7 Hour National USPAP Course             | Mark Lewis        | Classroom              | 7            |
| All Topo Maps-General Software Training            | Mike Johnson      | Classroom              | 8            |
| Appraisal Through the Eyes of the Reviewer         | Mark Lewis        | Classroom              | 7            |
| Computer Plotting Legal Description for the Layman | Mike Johnson      | Classroom              | 8            |
| Cost Approach Applications                         | Mark Lewis        | Classroom              | 8            |
| Non Real Property Collateral                       | Richard Gilmore   | Classroom              | 11           |

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|---|-------------|-----------|---|
| Timber Property Valuation                     | Scott Seely | Classroom | 8 |
| Understanding Conservation Easement Valuation | Scott Seely | Classroom | 7 |

## Appraisal Institute - Alabama Chapter

Pam Paulk @ p# 205-835-0808 / pampaulk@aiaalabama.com

| <u>Course</u>   | <u>Instructor</u> | <u>Delivery Method</u> | <u>Hours</u> |
|---|-------------------|------------------------|--------------|
| Appraisal Curriculum Overview Day 1   | Kenneth Foltz     | Classroom              | 7            |
| Appraisal Curriculum Overview Day 1 & 2   | Kenneth Foltz     | Classroom              | 14           |
| Appraisal Review Seminar-General  | Vince Dowling     | Classroom              | 7            |
| Appraising Alabama Forest Land & Timber   | Robert Parker     | Classroom              | 7            |
| Attacking & Defending an Appraisal in Litigation  | Ted Whitmer       | Classroom              | 15           |
| Evaluating Commercial Construction  | James Canestaro   | Classroom              | 15           |
| Residential Design: The Makings of a Good Home  | Mark Smeltzer     | Classroom              | 7            |
| The Uniform Appraisals Dataset from Fannie Mae & Freddie Mac  | Danny Wiley       | Classroom              | 7            |
| Thinking Outside the Form: Tools, Techniques & Opportunities for Residential Appraising                   | James Atwood      | Classroom              | 7            |
| Using Spreadsheet Programs in Real Estate Appraisals-The Basics   | Mark Smeltzer     | Classroom              | 7            |
| Whatever Happened to Quality Assurance in Residential Appraisals: Avoiding Risky Appraisals & Risky Loans | Mark Smeltzer     | Classroom              | 7            |

## Appraisal Institute - National

www.appraisalinstitute.org / P# 312-335-4100

| <u>Course</u>   | <u>Instructor</u> | <u>Delivery Method</u> | <u>Hours</u> |
|---|-------------------|------------------------|--------------|
| 2012-2013 7 hour National USPAP Update Course                         | Thomas Kirby      | Classroom              | 7            |
| 2012-2013 7 hour National USPAP Update Equivalent Course              | Craig Harrington  | Online                 | 7            |
| Advanced Concepts & Case Studies                                      | Larry Wright      | Classroom              | 38           |
| Advanced Income Capitalization  | Harry Holzhauer   | Classroom              | 33           |
| Advanced Internet Search Strategies                                   | Jim Amarin        | Online                 | 7            |
| Advanced Market Analysis and Highest & Best Use                       | Robert Dunham     | Classroom              | 33           |
| Advanced Spreadsheet Modeling for Valuation Applications              | Jim Amarin        | Classroom              | 14           |
| An Introduction to Valuing Green Commercial Buildings                 | Alan Simmons      | Online                 | 7            |
| An Introduction to Valuing Green Commercial Buildings                 | Alan Simmons      | Classroom              | 7            |
| Analyzing Distressed Real Estate                                      | William Anglyn    | Online                 | 4            |
| Analyzing Operating Expenses  | William Anglyn    | Online                 | 7            |
| Analyzing Tenant Credit Risk and Commercial Lease Analysis            | Jeffrey Miller    | Classroom              | 7            |
| Analyzing the Effects of Environmental Contamination on Real Property | Thomas Jackson    | Classroom              | 7            |

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|--|-------------------|-----------|----|
| Appraisal Challenges Declining Market & Sales Concessions                                | Marc Rattermann   | Classroom | 7  |
| Appraisal Curriculum Overview-General  | Richard Parli     | Classroom | 15 |
| Appraisal Curriculum Overview-General  | Mark Rattermann   | Online    | 7  |
| Appraisal Curriculum Overview-Residential  | Mark Rattermann   | Online    | 8  |
| Appraisal Curriculum Overview-Residential  | Joseph Magdziarz  | Classroom | 8  |
| Appraisal of Nursing Facilities  | James Tellatin    | Online    | 9  |
| Appraising Convenience Stores  | Robert Bainbridge | Online    | 7  |
| Appraising Distressed Commercial Real Estate   | William Anglyn    | Classroom | 7  |
| Appraising from Blueprints & Specifications  | Winfield Cooper   | Online    | 7  |
| Appraising Historic Preservation Easements   | Richard Roddewig  | Classroom | 21 |
| Appraising Manufactured Housing  | Richard Heyn      | Online    | 7  |
| Appraising the Appraisal: Appraisal Review-General                                       | Stephanie Coleman | Classroom | 7  |
| Appraising the Appraisal:Appraisal Review-Residential                                    | Craig Harrington  | Classroom | 7  |
| Business Practice and Ethics   | Stephanie Coleman | Classroom | 5  |
| Business Practice and Ethics   | J. Carl Schultz   | Online    | 5  |
| Case Studies in Appraising Green Residential Buildings                                   | Sandra Adomatis   | Classroom | 8  |
| Commercial Appraisal Engagement & Review Seminar For Bankers & Appraisers                | Nikki Griffith    | Classroom | 7  |
| Condemnation Appraising: Principles & Apps   | Roscoe Shiplett   | Classroom | 22 |
| Condominiums, Co-Op's & PUD's  | Alan Simmons      | Online    | 7  |
| Cool Tools: New Tech for RE Appraisers   | Wayne Pugh        | Online    | 7  |
| Data Verification Methods  | Alan Simmons      | Online    | 5  |
| Eminent Domain & Condemnation  | John Underwood    | Online    | 7  |
| Feasibility, Market, Value, Investment Timing:Option Value                               | Kenneth Lusht     | Online    | 7  |
| Forecasting Revenue  | William Anglyn    | Online    | 7  |
| Fundamentals of Separating Real Property, Personal Property & Intangible Business Assets | David Lennhoff    | Classroom | 15 |
| General Demonstration Appraisal Report Writing Seminar                                   | George Mann       | Classroom | 7  |
| GIS: The Building Case Study   | George Dell       | Online    | 21 |
| GIS: The Executive Overview  | Larry Wright      | Online    | 7  |
| GIS: The Novice Case Study   | George Dell       | Online    | 7  |
| Introduction to Conservation Easement Valuation  | Frank Harrison    | Classroom | 7  |
| Introduction to FHA Appraising   | Craig Harrington  | Classroom | 7  |
| Introduction to Green Buildings: Principles & Concepts                                   | Taylor Watkins    | Classroom | 8  |
| Introduction to Valuation for Financial Reporting  | Mr. Lohmeier      | Classroom | 7  |
| Litigation Appraising: Specialized Topics & Applications                                 | Stephen Roach     | Classroom | 15 |

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|---|------------------|-----------|----|
| Marketability Studies: Advanced Considerations & Applications                         | Stephen Fanning  | Classroom | 7  |
| Marketability Studies: The Six-Step Process & Basic Applications                      | Richard Parli    | Classroom | 7  |
| Practical Regression Using Microsoft Excel  | John Urubeck     | Classroom | 14 |
| Professionals Guide to the Fannie Mae 2-4 Unit  | Arlen Mills      | Online    | 10 |
| Rates & Ratios: Making Sense of GIMS, OARS & DCF                                      | Kenneth Lusht    | Online    | 7  |
| Real Estate Appraisal Operations  | Sandra Adomatis  | Online    | 4  |
| REO Appraisal-Appraisal of Residential Property for Foreclosures & Pre-Foreclosures   | Mark Smeltzer    | Classroom | 7  |
| Residential Applications: Using Technology to Measure & Support                       | James Atwood     | Classroom | 7  |
| Residential Challenge: Declining Markets & Sales Concessions                          | Mark Ratterman   | Online    | 7  |
| Residential Design & Functional Utility   | Alan Simmons     | Online    | 7  |
| Residential Designs: The Makings of a Good House                                      | Dawn Gennrich    | Classroom | 7  |
| Residential Property Construction & Inspection  | Alan Simmons     | Online    | 7  |
| Reviewing Residential Applications & Using Fannie Mae Form 2000                       | Mark Ratterman   | Online    | 7  |
| Scope of Work: Expanding your Range of Services                                       | Thomas Kirby     | Online    | 7  |
| Site Use and Valuation Analysis   | Arlen Mills      | Online    | 6  |
| Small Hotel/Motel: Limited Service Lodging  | David Lennhoff   | Online    | 7  |
| Subdivision Valuation   | Don Emerson      | Online    | 7  |
| Subdivision Valuation: A Comprehensive Guide to Valuing Subdivision                   | Vincent Dowling  | Classroom | 7  |
| Supervising Appraisal Trainees  | Sandra Adomatis  | Online    | 4  |
| The Appraiser As An Expert Witness: Preparation & Testimony                           | Joseph Magdziarz | Classroom | 15 |
| The Discounted Cash Flow Model: Concepts, Issues & Applications                       | Ken Lusht        | Classroom | 7  |
| The FHA & The Appraisal Process   | Craig Harrington | Online    | 7  |
| The Professionals Guide to the URAR   | Alan Simmons     | Online    | 7  |
| The Uniform Appraisal Dataset from Fannie Mae & Freddie Mac                           | Dawn Gennrich    | Classroom | 7  |
| Thinking Outside the Form   | Jim Atwood       | Classroom | 7  |
| Uniform Appraisal Dataset Aftereffects: Efficiency vs Obligation                      | Dawn Gennrich    | Classroom | 7  |
| Uniform Appraisal Standards for Federal Land Acquisitions                             | Vincent Dowling  | Classroom | 16 |
| Using Spreadsheet Programs in Real Estate Appraisals-The Basics                       | Mark Rattermann  | Classroom | 7  |
| Using Your HP12C Financial Calculator   | Matt Larrabee    | Online    | 7  |
| Valuation in Challenging Markets  | Roach, Thomas    | Classroom | 28 |
| Valuation of Conservation Easements   | Frank Harrison   | Classroom | 33 |
| Valuation of Green Residential Properties   | Alan Simmons     | Online    | 7  |
| What Commercial Clients Would Like Appraisers to Know: How to Meet Their Expectations | Jim Amorin       | Online    | 7  |
| Whatever Happened to Quality Assurance in Residential Appraisals                      | Kathy Coon       | Classroom | 7  |

## Appraisal University

www.appraisaluniversity.com / P# 603-570-4812 / kevin@appraisaluniversity.com

| <u>Course</u>  | <u>Instructor</u> | <u>Delivery Method</u> | <u>Hours</u> |
|--|-------------------|------------------------|--------------|
| 2012-2013 7 hour USPAP Update Course                 | Timothy Detty     | Online                 | 7            |
| Appraising Historic Property                         | Steven Spangle    | Online                 | 7            |
| Practical Application of the Cost Approach           | Gregory Accetta   | Online                 | 3.5          |
| Practices and Pitfalls for the Residential Appraiser | William Pastuszek | Online                 | 9            |
| Retail Center Analysis for Financing                 | Bruce Coin        | Online                 | 7            |
| Site Analysis and Valuation                          | Steven Spangle    | Online                 | 7            |

## Career Webschool

www.careerwebschool.com / P# 800-860-7479 / appraisal@careerwebschool.com

| <u>Course</u>  | <u>Instructor</u>                      | <u>Delivery Method</u> | <u>Hours</u> |
|--|--|------------------------|--------------|
| 2012-2013 7-Hour Equivalent USPAP Course Update      | AM Black                               | Online                 | 7            |
| A URAR Form Review                                   | AM Black                               | Online                 | 7            |
| Advanced Residential Applications and Case Studies   | AM Black, Lisa Musial,<br>Mark Munizzo | Online                 | 14           |
| An FHA Single Family Appraisal                       | AM Black                               | Online                 | 14           |
| Appraisal Math and Statistics                        | AM Black                               | Online                 | 7            |
| Appraisal Methods                                    | AM Black                               | Online                 | 14           |
| Cost Approach Overview                               | AM Black                               | Online                 | 7            |
| Income Capitalization Overview                       | AM Black                               | Online                 | 7            |
| Residential Appraiser Site Valuation & Cost Approach | AM Black                               | Online                 | 14           |
| Residential Market Analysis and Highest & Best Use   | AM Black                               | Online                 | 14           |
| Residential Report Writing and Case Studies          | AM Black                               | Online                 | 14           |
| Sales Comparison Approach                            | AM Black                               | Online                 | 7            |
| Statistics, Modeling and Finance                     | AM Black, Lisa Musial,<br>Mark Munizzo | Online                 | 14           |

## CCIM Institute

www.ccim.com / P# 312-321-4504

| <u>Course</u>   | <u>Instructor</u> | <u>Delivery Method</u> | <u>Hours</u> |
|---|-------------------|------------------------|--------------|
| Investment Analysis for Commercial Investment Real Estate | William Moss      | Classroom              | 32           |

## Cosby Appraisal School

1509 Glenwood Rd., Birmingham, AL / P# 205-824-6063

| <u>Course</u>                              | <u>Instructor</u> | <u>Delivery<br/>Method</u> | <u>Hours</u> |
|--|-------------------|----------------------------|--------------|
| Alabama Real Estate Appraisal Law          | M. Cosby          | Classroom                  | 3.5          |
| FHA / VA Appraiser: Thriving and Surviving | M. Cosby          | Classroom                  | 7            |
| Mastering Real Estate Math                 | M. Cosby          | Classroom                  | 7            |
| Relocation Appraisals                      | M. Cosby          | Classroom                  | 7            |
| The Inspection Process                     | M. Cosby          | Classroom                  | 7            |

**Department of Housing & Urban Development/Federal Housing  
c/o Concentrance Consulting Group**

451 7th Street SW, Washinton, DC 20410 / Jim #202-708-4308

| <u>Course</u>             | <u>Instructor</u>                           | <u>Delivery<br/>Method</u> | <u>Hours</u> |
|---------------------------|---|----------------------------|--------------|
| FHA Basics for Appraisers | Marquardt, Hibbert,<br>Middleton, Jefferson | Online                     | 4            |

**Dynasty School**

Hacienda Heights, CA / P# 800-888-8828

| <u>Course</u>          | <u>Instructor</u> | <u>Delivery<br/>Method</u> | <u>Hours</u> |
|------------------------|-------------------|----------------------------|--------------|
| Appraising Green Homes | Taylor Watkins    | Classroom                  | 14           |

**Earth Advantage Institute**

808 SW 3rd Ave. Ste 800, Portland, OR 97204 / P# 503-968-7160

| <u>Course</u>          | <u>Instructor</u> | <u>Delivery<br/>Method</u> | <u>Hours</u> |
|------------------------|-------------------|----------------------------|--------------|
| Appraising Green Homes | Taylor Watkins    | Classroom                  | 14           |

**Equity Valuation Partners (EVP)**

1545 Gulf Shores Pkwy. #121, Gulf Shores, AL 36542 / P# 251-968-9997

| <u>Course</u>  | <u>Instructor</u> | <u>Delivery<br/>Method</u> | <u>Hours</u> |
|--|-------------------|----------------------------|--------------|
| Appraisal Practice in the Current Regulatory Environment | Andrew Watson     | Classroom                  | 4            |
| Appraisal Practice in the Current Regulatory Environment | Andrew Watson     | Classroom                  | 7            |
| Practical Applications in Appraisal Valuation Modeling   | Andrew Watson     | Classroom                  | 16           |

**Georgia MLS Training Institute**

1414 Montreal Rd., Tucker, GA 30084 / www.georgiarealestateschool.com / P# 770-493-9000

| <u>Course</u>                                     | <u>Instructor</u> | <u>Delivery<br/>Method</u> | <u>Hours</u> |
|---|-------------------|----------------------------|--------------|
| Appraisal of 2-4 Family & Multi-Family Properties | Wade Gaddy        | Online                     | 7            |
| Cost Approach                                     | Wade Gaddy        | Online                     | 7            |
| FHA & VA Appraisal Basics                         | Wade Gaddy        | Online                     | 7            |

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| Foreclosures                                      | Wade Gaddy | Online | 3.5 |
| Income Approach                                   | Wade Gaddy | Online | 7   |
| Introduction to Commercial Appraisals             | Wade Gaddy | Online | 3.5 |
| Making FHA Loans                                  | Wade Gaddy | Online | 3.5 |
| Mortgage Fraud: A Dangerous Business              | Wade Gaddy | Online | 7   |
| Sales Comparison Approach                         | Wade Gaddy | Online | 7   |
| Supervising Appraisal Trainees: Field Preparation | Wade Gaddy | Online | 3.5 |

## International Right of Way Association

Montgomery, AL / P# 334-271-3200

| <u>Course</u>  | <u>Instructor</u> | <u>Delivery Method</u> | <u>Hours</u> |
|--|-------------------|------------------------|--------------|
| 103 Ethics and the Right of Way Profession           | Ted Williams      | Classroom              | 8            |
| 104 Standards of Practice for the ROW Professional   | Ted Williams      | Classroom              | 8            |
| 105 Uniform Act Executive Summary                    | Clyde Johnson     | Classroom              | 8            |
| 200 Principles of Real Estate Negotiation            | Ted Williams      | Classroom              | 16           |
| 201 Communications in Real Estate Acquisition        | Ted Williams      | Classroom              | 24           |
| 205 Bargaining Negotiations                          | Ted Williams      | Classroom              | 16           |
| 209 Negotiating Effectively with a Diverse Clientele | Ted Williams      | Classroom              | 16           |
| 400 Principles of Real Estate Appraisal              | Edmond Eslava     | Classroom              | 16           |
| 801 United States Land Titles                        | Ted Williams      | Classroom              | 16           |
| 802 Legal Aspects of Easements                       | Ted Williams      | Classroom              | 8            |
| 803 Eminent Domain Law Basics                        | Ted Williams      | Classroom              | 16           |
| Annual IRWA International Conference (June 2011)     | Judy Jones        | Classroom              | 24           |
| University of Alabama ROW Conference                 | Judy Jones        | Classroom              | 7.5          |

## JVI-Just Valuation Inc.

www.jvireo.com / P# 407-531-5333

| <u>Course</u>                             | <u>Instructor</u> | <u>Delivery Method</u> | <u>Hours</u> |
|---|-------------------|------------------------|--------------|
| Appraising REO Properties                 | Robert McKenna    | Classroom              | 7            |
| Introduction to HUD REO Appraisals        | Robert McKenna    | Online                 | 12           |
| JVI Appraising Residential REO Properties | Robert McKenna    | Online                 | 6            |

## LIA Administrators & Insurance Services

www.liability.com / P# 800-334-0652

| <u>Course</u> | <u>Instructor</u> | <u>Delivery Method</u> | <u>Hours</u> |
|---------------|-------------------|------------------------|--------------|
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|--|-------------------|-----------|---|
| Loss Prevention Program for Real Estate Appraisers | Peter Christensen | Classroom | 4 |
|--|-------------------|-----------|---|

## McKissock, LP

www.mckissock.com / info@mckissock.com / P# 800-328-2008

| <u>Course</u>  | <u>Instructor</u>   | <u>Delivery Method</u> | <u>Hours</u> |
|--|---|------------------------|--------------|
| 2012-2013 7 hour National USPAP Update Course                                    | Daniel Bradley  | Online                 | 7            |
| 2012-2013 7 hour National USPAP Update Course                                    | Bradley, Czekalski, Guilfoyle, Huntoon, Martin, McKissock, McMillen, Vehmeier, Willey, Barlow, Lorenzen | Classroom              | 7            |
| 2012-2013 National USPAP Update Equivalent                                       | Bradley, Czekalski, Guilfoyle, Huntoon, Martin, McKissock, McMillen, Vehmeier, Willey, Barlow, Lorenzen | Classroom              | 7            |
| 2012-2013 7 hour National USPAP Update Course - Live Webinar                     | Daniel Bradley, Tracy Martin, Charles Fisher  | Online                 | 8            |
| 2-4 Family Finesse   | Alan Simmons  | Online                 | 7            |
| Ad Valorem Tax Consultation  | Richard McKissock   | Online                 | 3            |
| Appraisal Applications of Regression Analysis                                    | Dan Bradley   | Online                 | 7            |
| Appraising and Analyzing Industrial and Flex Buildings for Mortgage Underwriting | Bruce Coin  | Online                 | 7            |
| Appraising and Analyzing Office Buildings for Mortgage Underwriting              | Bruce Coin  | Online                 | 7            |
| Appraising and Analyzing Retail Shopping Centers for Mortgage Underwriting       | Bruce Coin  | Online                 | 7            |
| Appraising Apartments: The Basics  | Richard McKissock   | Online                 | 7            |
| Appraising FHA Today   | Charles Fisher  | Online                 | 7            |
| Appraising in a Post-HVCC World  | Vehmeier, Guilfoyle, McMillen   | Classroom              | 4            |
| Appraising in a Post-HVCC World – Live Webinar                                   | Daniel Bradley, Tracy Martin  | Online                 | 4            |
| Appraising Manufactured Homes  | Alan Simmons  | Online                 | 7            |
| Comparative Analysis   | Arlen Mills   | Online                 | 7            |
| Construction Details & Trends  | Alan Simmons  | Online                 | 7            |
| Deriving and Supporting Adjustments - Live Webinar                               | Bradley, Martin, Huntoon  | Online                 | 3            |
| Deriving and Supporting Adjustments  | Vehmeier, Guilfoyle, McMillen   | Classroom              | 7            |
| Environmental Contamination of Income Properties                                 | Bruce Coin  | Online                 | 5            |
| Environmental Issues for Appraisers  | Alan Simmons  | Online                 | 5            |
| Environmental Pollution and Mold   | Richard McKissock   | Online                 | 2            |
| ERC: Techniques for Relocation Appraisals  | Steve Vehmeier  | Classroom              | 7            |
| Essential Elements of Disclosures & Disclaimers                                  | Daniel Bradley  | Online                 | 5            |
| Even Odder: More Oddball Appraisals  | Daniel Bradley  | Online                 | 7            |



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| Even Odder: More Oddball Appraisals  | Alan Simmons  | Online    | 7  |
| Even Odder: More Oddball Appraisals  | Kenneth Guilfoyle   | Classroom | 7  |
| Fair Housing   | Alan Simmons  | Online    | 4  |
| Foundations in Sustainability: Greening the Real Estate & Appraisal Industries | Richard McKissock   | Online    | 7  |
| How to Analyze & Value Income Properties                                       | Bruce Coin  | Online    | 7  |
| HVCC and the Future of Appraising: Taking Back Our Profession!                 | Steve Vehmeier  | Classroom | 4  |
| Income Capitalization  | Alan Simmons  | Online    | 7  |
| Intro to Complex Appraisal Assignments - Live Webinar                          | Bradley, Martin, Huntoon  | Online    | 5  |
| Introduction to Expert Witness Testimony                                       | Steve Vehmeier, Ken Guilfoyle   | Classroom | 7  |
| Introduction to Legal Descriptions   | Richard McKissock   | Online    | 2  |
| Introduction to Regression Analysis for Appraisers                             | Bradley, Czekalski, Guilfoyle, Huntoon, Martin, McKissock, McMillen, Vehmeier, Willey, Barlow, Lorenzen | Classroom | 4  |
| Introduction to Regression Analysis for Appraisers – Live Webinar              | Bradley, Martin, Barkalow Vehmeier, Guilfoyle, McMillen   | Online    | 4  |
| Introduction to Residential Green Building for Appraisers                      | Daniel Bradley, Tracy Martin  | Classroom | 4  |
| Introduction to Residential Green Building for Appraisers – Live Webinar       | Martin  | Online    | 4  |
| Introduction to the Uniform Appraisal Dataset                                  | Daniel Bradley  | Online    | 2  |
| Land and Site Valuation  | Alan Simmons  | Online    | 7  |
| Made in America: Appraising Factory Built Housing                              | Alan Simmons  | Online    | 7  |
| Mold, Pollution and the Appraiser  | Daniel Bradley  | Online    | 2  |
| Mortgage Fraud: Protect Yourself   | Daniel Bradley  | Online    | 7  |
| Mortgage Fraud: Protect Yourself   | Kenneth Guilfoyle   | Classroom | 7  |
| Private Appraisal Assignments  | Charles Fisher  | Online    | 7  |
| Relocation Appraisal is Different  | Alan Simmons  | Online    | 7  |
| Relocation Appraising: New ERC Summary Appraisal Report                        | Vehmeier, Guilfoyle, McMillen   | Classroom | 7  |
| REO & Foreclosures   | Daniel Bradley  | Online    | 5  |
| REO and Foreclosures   | Andrew Leirer   | Online    | 5  |
| REO and Short Sale Appraisal Guidelines  | Steve Vehmeier, Tracy Martin  | Classroom | 4  |
| REO and Short Sale Appraisal Guidelines – Live Webinar                         | Daniel Bradley, Tracy Martin  | Online    | 4  |
| Residential Appraisal Review   | Alan Simmons  | Online    | 7  |
| Residential Appraisal Review - Live Webinar                                    | Daniel Bradley, Tracy Martin, Susanne Barkalow  | Online    | 7  |
| Residential Market Analysis and Highest & Best Use                             | Kenneth Guilfoyle   | Online    | 15 |
| Residential Report Writing   | Kenneth Guilfoyle   | Online    | 7  |
| Residential Report Writing: More Than Forms                                    | Daniel Bradley  | Online    | 7  |

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| Risky Business: Ways to Minimize Your Liability                   | Alan Simmons  | Online    | 7 |
| Risky Business: Ways to Minimize Your Liability                   | Steve Vehmeier  | Classroom | 7 |
| Sales Verification: Principles, Procedures and Case Studies       | Paul Lorenzen   | Online    | 7 |
| Sales Verification: Principles, Procedures and Case Studies       | Steve Vehmeier  | Classroom | 7 |
| Systems Built Housing: Advances in Housing for the New Millennium | Bradley, Czekalski, Guilfoyle, Huntoon, Martin, McKissock, McMillen, Vehmeier, Willey, Barlow, Lorenzen | Classroom | 7 |
| The Art of Addenda  | Richard McKissock   | Online    | 4 |
| The Changing World of FHA Appraising                              | Steve Vehmeier  | Classroom | 7 |
| The Changing World of FHA Appraising – Live Webinar               | Daniel Bradley, Tracy Martin  | Online    | 7 |
| The Cost Approach   | Alan Simmons  | Online    | 7 |
| The Dirty Dozen   | Richard McKissock   | Online    | 3 |
| The Evolution of Finance and the Mortgage Market                  | Charles Fisher  | Online    | 4 |
| The Nuts & Bolts of Green Building for Appraisers                 | Daniel Bradley Vehmeier, Guilfoyle,   | Online    | 3 |
| Understanding the Uniform Appraisal Dataset                       | McMillen  | Classroom | 3 |

## NAIFA

P# 312-321-6830

| <u>Course</u>                                   | <u>Instructor</u> | <u>Delivery Method</u> | <u>Hours</u> |
|---|-------------------|------------------------|--------------|
| Appraising in the Foreclosure Market            | Mike Orman        | Classroom              | 7            |
| Fannie Mae Selling Guide - Appraisal Guidelines | Mike Orman        | Classroom              | 7            |
| FHA-Current Appraisal Requirements              | Mike Orman        | Classroom              | 7            |
| USPAP 2012-2013                                 | na                | Classroom              | 7            |

## Realty Land Institute

430 N. Michigan Ave., Chicago, IL 60611 / 800-441-5263

| <u>Course</u>   | <u>Instructor</u>                | <u>Delivery Method</u> | <u>Hours</u> |
|---|----------------------------------|------------------------|--------------|
| Use of Conservation Easements in Conjunction with Real Estate Development | Ronald Levitt / David Wooldridge | Classroom              | 3            |

## The Columbia Institute

8546 Broadway, San Antonio, TX / 800-766-1936 / www.columbiainstitute.org

| <u>Course</u>                                      | <u>Instructor</u> | <u>Delivery Method</u> | <u>Hours</u> |
|--|-------------------|------------------------|--------------|
| Interactive Valuation Modeling & Case Studies #226 | John Smithmyer    | Classroom              | 16           |

## USA Center for Real Estate Studies c/o University of South Alabama

f Moran@usouthal.edu / P# 251-460-6735

| <u>Course</u>   | <u>Instructor</u> | <u>Delivery<br/>Method</u> | <u>Hours</u> |
|---|-------------------|----------------------------|--------------|
| Gulf Coast Commercial Real Estate Summit IV & Market Review | Donald Epley      | Classroom                  | 7            |
| Coastal Economy Outlook IV                                  | Donald Epley      | Classroom                  | 3            |